

ALL RJR BRANDS (EXCEPT "SIGNATURE")

WAM RETAILER ACCRUAL

Category I

- ◆ Purchasing a minimum of 15 cartons of "SIGNATURE" AND one 4-carton promotion each quarter

10¢/Carton

OR

7¢/Carton

Category II

- ◆ Purchasing a minimum of one 4-carton promotion each quarter OR a minimum of 15 cartons of "SIGNATURE"

5¢/Carton

OR

.035¢/Carton

Category III

- ◆ Retailers who do not meet minimum qualifications AND non-WAM Retailers

0.00¢/Carton

NOTE:

RECOMMENDED ¢/CARTON RETAILER ACCRUAL MOST ALL DISTRIBUTORS WILL MAKE AVAILABLE - VARIATIONS COULD OCCUR.

51846 9952